

**THE STATE OF NEW HAMPSHIRE**  
**BEFORE THE NEW HAMPSHIRE PUBLIC UTILITIES COMMISSION**  
**PUBLIC SERVICE COMPANY OF NEW HAMPSHIRE**  
**D/B/A EVERSOURCE ENERGY**  
**PREPARED TESTIMONY OF DANIEL J. LUDWIG**  
**MID-TERM ADJUSTMENT EFFECTIVE JULY 1, 2017**  
**2017 ENERGY SERVICE RATE CHANGE**  
**Docket No. DE 16-822**

---

1   **Q.    Please state your name, business address and position.**

2   A.    My name is Daniel J. Ludwig. My business address is One NSTAR Way,  
3       Westwood, MA. I am employed by Eversource Energy as a Team Leader in the  
4       Sales and Revenue forecasting group. Eversource Energy provides centralized  
5       service to Public Service Company of New Hampshire d/b/a Eversource Energy  
6       ("Eversource").

7   **Q.    Have you previously testified before the Commission?**

8   A.    Yes, I have.

9   **Q.    Please describe your educational background.**

10  A.    I graduated from the University of Massachusetts in Amherst, MA in 2006 with a  
11       Bachelor of Science degree in Plant and Soil Sciences with a minor in Managerial  
12       Economics. I also graduated from the University of Massachusetts in Amherst,  
13       MA in 2008 with a Master's of Science in Resource Economics with a  
14       concentration in Econometrics.

1    **Q.    Please describe your professional experience.**

2    A.    Upon graduation from the University of Massachusetts in Amherst, I was hired by  
3           Northeast Utilities (now Eversource Energy) in the Load Forecasting Department  
4           and have held numerous titles each with increasing responsibility through my  
5           current position as Team Leader.

6    **Q.    What are your current responsibilities?**

7    A.    I am currently responsible for sales and revenue forecasting of all electric operating  
8           companies within Eversource.

9    **Q.    What is the purpose of your testimony?**

10   A.    Consistent with Order No. 25,614 (December 27, 2013) in Docket No. DE 13-275,  
11           the purpose of my testimony is to present and discuss a customer migration forecast  
12           that Eversource has developed as a requirement of this 2017 Energy Service rate  
13           docket.

14   **Q.    Were there any changes in the forecasting methodology?**

15   A.    Eversource customer migration was forecasted using the same econometric  
16           modeling techniques previously presented in Docket No. DE 14-235 and DE 15-  
17           415. Similar to the September 30, 2016 filing in this Docket, Docket No. 16-822,  
18           the model structure evaluates only residential, small commercial and industrial  
19           (C&I) and street lighting historical migrated load as a function of competitive

1 suppliers' price of electricity. When the price of electricity offered by competitive  
2 suppliers falls, customers tend to migrate to those suppliers. And when those prices  
3 rise, customers tend to migrate back to Eversource. The forecasting model does not  
4 evaluate total retail migrated load due to the change in rules which discourages  
5 medium and large C&I customers from seasonally switching between Eversource  
6 and competitive suppliers for their energy needs. Medium and large C&I  
7 customers who desire to return to Eversource would return to a monthly market rate  
8 and not the standard averaged energy rate, unless they agree to return for 12  
9 consecutive months. Forecasted migration for medium and large C&I customers  
10 will be held constant based on their most recent available migration level.

11 **Q. What are the results of this forecast?**

12 A. The updated Eversource migration forecast, provided in Exhibit DJL-1 and Exhibit  
13 DJL-2, assumes an average migration of 58.8 percent in 2017, while the December  
14 9, 2016 filing forecasted average migration of 56.8 percent for 2017, representing a  
15 2.0 percent change. For the forecasted months of April through December the  
16 updated forecasted average migration is 59.9 percent, which is 1.8 percent higher  
17 than the December 9, 2016 forecasted average migration of 58.1 percent.

18 **Q. Does this conclude your testimony?**

19 A. Yes, it does.